

## ABOUT US

Since 1998, Prime has built its reputation as the “asset manager down the hall” for its insurance companies. Our dedicated investment professionals work closely with our clients to provide tax efficient customized fixed income solutions for insurance companies. Our company combines tax and cash flow management modeling tools with investment and trading expertise in an effort to deliver on our clients’ specific needs. We manage portfolios consisting of taxable, municipal, and crossover bond portfolios.

## QUICK FACTS

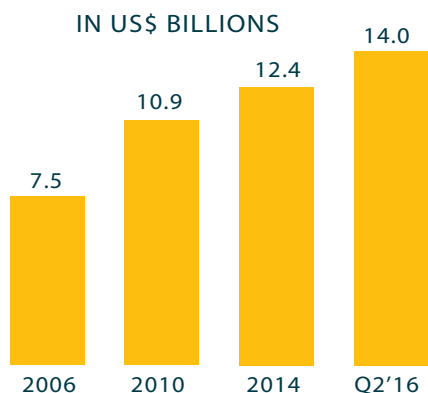
- Fixed income asset manager founded in 1988
- Providing services to insurance companies, family offices, ultra high net worth individuals, and foundations
- Managing US\$14 billion as of June 30, 2016 for 86 clients across over 200 portfolios
- Offices in Redmond, W.A. and Windsor, C.T.

## FIXED INCOME SERVICES

- Investment Management
- Investment Accounting
- Fixed Income Publications

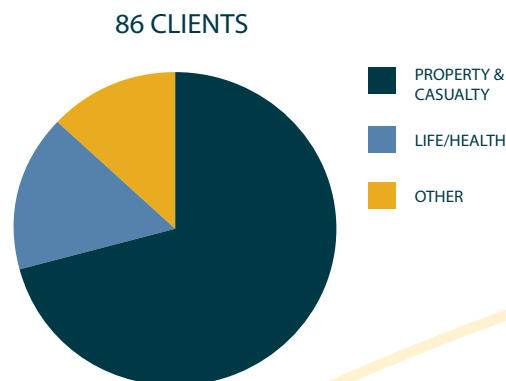
## ASSETS UNDER MANAGEMENT

(as of June 30, 2016)



## CLIENT MANDATES BY TYPE

(as of June 30, 2016)



## CLIENT MANDATES

Client Size (US\$ millions)	# of Clients	Assets (US\$ millions)
0-100	50	1,779
100-250	15	2,210
250-500	16	5,830
500+	5	4,194
<b>Total</b>	<b>86</b>	<b>14,013</b>

## BOND SECTORS

- Governments
  - Treasuries, Agencies, TIPS
- Corporates
  - Public, Private Debt
- Municipals
  - Tax-exempt, Taxable
- Structured Products
  - RMBS, CMBS, ABS
- Short Term
  - Commercial Paper, Certificate of Deposit, Money Market

## INVESTMENT PHILOSOPHY

## INVESTMENT APPROACH

At Prime Advisors, Inc., we seek to fully understand our client's goals and objectives to deliver a quality fixed income solution. Our investment philosophy is to seek long-term total return with the following objectives:

- Protection of principal
- Customized support of each client's portfolio risk/return parameters
- Effective communication with our clients
- Maximize portfolio value within the constraints of portfolio guidelines

The first step is to perform an in-depth, extensive analysis of our clients' needs. Our professionals look at factors such as liquidity requirements, acceptable credit and interest rate risk, tax position, and income needs. Once these factors have been identified, we use both top-down and bottom-up strategies to find relative value and to take advantage of changing market conditions. Our four point process utilizes the Investment Committee's macro market view, sector allocation, security selection, and risk management. The objectives of this process are to maximize total return, meet income objectives, preserve capital, and maintain liquidity.

In constructing our fixed income portfolios we consider five areas of tactical positioning: sector rotation, duration positioning, liquidity, credit allocations, and curve shape.

## OUR PEOPLE

Senior Investment Professionals	No.	Average years of experience
Portfolio Manager	9	25
Credit Research	3	21
Trading/Trade Supp.	6	16
Quantitative Analysts	4	11

### Our Professionals Have a High Degree of Expertise

#### Employee Designations:

- 10 CFA Charterholders
- 5 MAAs (Credentialed Actuaries)
- 8 MBAs
- 2 CPAs
- 1 CMY

## TEAM APPROACH



Prime professionals work in teams to best provide the expertise our clients need. The portfolio management team consists of an investment strategist and a portfolio strategist. The investment strategist provides modeling expertise to evaluate client specific needs such as cash flow matching, liquidity, and tax planning. The portfolio strategist focuses on managing the day-to-day trading in the fixed income markets, finding the best relative values, and tactical positioning for the fixed income portfolio. Prime's team approach creates a framework for effective idea generation to best execute our investment strategy.



#### About Sun Life Financial

Sun Life Financial is a leading international financial services organization providing a diverse range of protection and wealth products and services to individuals and corporate customers. Sun Life Financial and its partners have operations in a number of markets worldwide, including Canada, the United States, the United Kingdom, Ireland, Hong Kong, the Philippines, Japan, Indonesia, India, China, Australia, Singapore, Vietnam, Malaysia and Bermuda. As of June 30, 2016 the Sun Life Financial group of companies had total assets under management of \$865 billion. For more information please visit [www.sunlife.com](http://www.sunlife.com).

Sun Life Financial Inc. trades on the Toronto (TSX), New York (NYSE) and Philippine (PSE) stock exchanges under the ticker symbol SLF.

#### About Sun Life Investment Management

The Sun Life Investment Management group of institutional investment management companies comprises Bentall Kennedy (U.S.) Limited Partnership and Bentall Kennedy (Canada) Limited Partnership in North American, Prime Advisors, Inc. and Ryan Labs Asset Management Inc. in the United States, and Sun Life Investment Management Inc. in Canada. These operations have combined third-party assets under management of \$49 billion, as of June 30, 2016. Sun Life Investment Management is supported by the investment division of Sun Life Assurance Company of Canada that manages approximately \$141 billion in assets under management for the Sun Life Financial group of companies as of June 30, 2016.